MARCO ARTHUR MONTEIRO ANDRÉ
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PROFILE

Rich and vast managerial experience, as manager of IT support and development teams, product manager and marketing manager in major IT companies. Head of a software localization and translation agency for the past 17 years.

Vast experience and knowledge of software development and localization, as the project manager responsible for the localization of major products, such as Microsoft Internet Explorer, IBM DB/2, IBM OS/2 Warp, Tivoli, CA Ingres, among others.

17 years experience in technical translation, editing and proofing, in the fields of IT (hardware and software), Construction and Construction Equipment, Heavy Machinery, Industry Automation, Oil and Gas and Marketing, being personally involved in the translation, editing and proofing of maintenance manuals for John Deere Tractors and Caterpillar, user guides for IBM Computers, help files for Microsoft, among other challenging translation jobs.

Skilled at identifying and understanding differences (cultural, procedural, methodological) and promoting integration.

Dynamic leader, effective networker, entrepreneur. Strong people skills.

Public speaking experience and skills in presentations and training sections.

Proven skills as program designer and manager of large complex projects.

Proven skills in recruiting, selecting, training and managing large multidisciplinary and multicultural teams.

Vast experience in working with corporate clients like Microsoft, IBM, Cisco, HP, Petrobras, Coca-Cola, Shell among others, both locally and internationally.

Fluency in English and Portuguese, competency in writing in both languages (reports, proposals, needs assessments, project plans, etc); reading fluency and basic conversational skills in Spanish.

PROFESSIONAL EXPERIENCE

Wordware Ltda., Rio de Janeiro, RJ
Partner (1992-present)

As founder and General Manager of the company for the past 17 years, designed and implemented the business model, devised, tested and deployed working methodologies and procedures; managed large projects and teams working under demanding time frames, and strict quality and technical requirements; selected and deployed translation-aid tools; used and trained teams in the use of tools for resource, project and schedule management; won and maintained large corporate accounts such as Microsoft, IBM, Coca-Cola, Petrobras, etc, both locally and internationally.

Digital Equipment Corporation
Rio de Janeiro, RJ, Brazil

Product Manager (VAX VMS Products) (1989-1990)
Marketing Manager (1990-1992)

As product manager of the DEC VAX series, was responsible for developing strategies for placing the product in the Brazilian market, which included the development of cooperative marketing programs with major software providers, comparative studies with competing products, price definition and development of marketing campaigns.

As marketing manager, was responsible for developing marketing campaigns; participation in local and regional tradeshows, elaboration of indirect channels sales programs as well as direct marketing programs.

Cobra Computadores Brasileiros
Rio de Janeiro, RJ, Brazil
Product Manager - Minicomputers (1985 - 1989)

As product manager of the Cobra Computadores Brasileiros minicomputer series, was responsible for managing all activities related to the definition and positioning of products, marketing communication, cooperation with software providers and other marketing activities related to the national minicomputers developed by Cobra Computadores.

Banco Agrimisa S.A.
Belo Horizonte, MG Brazil
Software Development Manager (1980 - 1985)

Responsible for recruiting, training and managing a team of 50 systems engineers in the development of banking applications.

Cobra Computadores Brasileiros. Belo Horizonte, MG Brazil
Systems Support Engineer (1978)
Systems Support Manager (1979 - 1980)

Responsible for recruiting, training and managing a team of 10 system support analysts to service the Minas Gerais client base.

Burroughs do Brasil Ltda.
Belo Horizonte, MG Brazil

Systems Support Engineer (1977-1978)

EDUCATION

Civil Engineering
Universidade Federal de Juiz de Fora, Juiz de Fora - MG, Brazil
1977

Production Engineering

COPPEAD - Universidade Federal do Rio de Janeiro, Rio de Janeiro, RJ, Brazil

1979

Organization Systems and Methods
União de Negócios e Administração, Belo Horizonte, MG, Brazil
1980

MAIN TRANSLATION PROJECTS

Chemistry/Pharmaceutical
Bristol Mayers
DuPont de Nemours
Rhodia Agro (Rohne Poulanc)
Smithklyne Beecham
Wyeth-Lederle
Computer Hardware Documentation
Compaq
Digital Equipment Corp.
EMC Corporation
Heidelberg Inc
Hewlett-Packard
Hitachi Data Systems
IBM Brasil
Microsoft Corporation
Oki Data Inc
Consumer Electronics and Appliances
JVC
Sony
Scott Fetzer Co. (Kirby)
Financial Market
ABN Amro Bank
Banco Bozzano Simonsen
Merryl Linch
Industrial Equipment
Torrigton Company
CTB Conveyors
Rockwell Automation

Machinery
Chore-Time
Dutton Lainson Co.
John Deere Tractors
Caterpillar
Medical Equipment
Beckman Coulter
GE Medical Systems
Iris Diagnostics
ICU Medical Inc.
Fujifilm
NGOs
Childhope Foundation
Fundação Bradesco
Synergos Foundation
The Ashoka Society
Oil and Gas
Shell
Petrobras
Mobil
Texaco
Photographic Equipment
JVC Camcorders
Kodak
Sony Camcorders
Services
Avis Rent a Car
UPS - United Parcel Services
Software Localization
<u>Applications</u>
Adobe, Inc
Lotus
Nortel
Symantec
<u>CRM</u>
Siebel
Baan
Symantec
<u>Data Base Systems</u>
IBM Brasil - IBM DB/2
Computer Associates - CA Ingres

<u>Internet Software</u>
Microsoft Internet Explorer
Microsoft Outlook
Microsoft Outlook Express
Microsoft Netmeeting
MSN Messenger
Netscape Navigator
AOL Instant Messenger
<u>Operanting Systems</u>
IBM OS/2 Warp
IBM Tivoli
Microsoft Window CE
Telecommunications
AT&T
GE Spacenet
Gilat Satelite Networks
Iridium
Motorola
Nokia
Avaya